ELSEVIER

Author Index to Volume 12

Ali, Abdul, 54
Arbouw, Arthur R. L., 99
Atuahene-Gima, Kwaku, 275

Bailetti, Antonio, J., 3
Ball, Derrick F., 415
Barczak, Gloria, 224
de Bont, Cees J. P. M., 153
Bruce, Margaret, 16

Calantone, Roger J., 214, 235, 323
Carmel, Erran, 110
Commandeur, Harry R., 99
Cooper, Robert G., 374

Devinney, Timothy M., 70
Dhebar, Anirudh, 136
Di Benedetto, C. Anthony, 235, 323
Dickson, Peter, 406
Dobie, Kathryn E., 334
Droge, Cornelia, 214

Friar, John H., 33

Haggblom, Ted, 235, 323
Hultink, Erik Jan, 392
Hutcheson, Peter, 415
Hytry, Renee, 406

Jain, Dipak, 124

Kleinschmidt, Elko J., 374
Krapfel, Jr., Robert, 54

LaBahn, Douglas, 54
Lawrence, Peter, 406
Leverick, Fiona, 16
Littler, Dale, 16
Litva, Paul F., 3
Lopez, Luis, 294

Mahajan, Vijay, 124
Meyer, Marc H., 294
Muller, Eitan, 124

Nijssen, Ed J., 99

Ortt, Roland J., 153

Pearson, Alan W., 415
Pierz, Kathleen A., 43

Rauscher, Tomlinson G., 186
Redmond, William H., 200
Robben, Henry S. J., 392

Schneier, Wendy, 406
Schoormans, Jan P. L., 153
Smith, Preston G., 186
Steiner, Carol J., 431

Tidd, Joe, 307
Tomkovick, Chuck, 334

Vickery, Shawnee, 214

J PROD INNOV MANAG 1995;12:463
© 1995 Elsevier Science Inc.
655 Avenue of the Americas, New York, NY 10010

0737-6782/95/$9.50
SSDI 0737-6782(95)00098-4

Subject Index to Volume 12

Creativity

Development of Novel Products Through Intraorganizational and Interorganizational Networks: The Case of Home Automation (Joe Tidd), 307

Integrating Customer Requirements into Product Designs (Antonio J. Bailetti and Paul F. Litva), 3

Managing Design in Small High Growth Companies (Peter Dickson, Wendy Schneier, Peter Lawrence, and Renee Hytry), 406

Forecasting

Applying Hedonic Pricing Models and Factorial Surveys at Parker Pen to Enhance New Product Success (Chuck Tomkovick and Kathryn E. Dobie), 334

An Approach for Determining Optimal Product Sampling for the Diffusion of a New Product (Dipak Jain, Vijay Mahajan, and Eitan Muller), 124

Cycle Time in Packaged Software Firms (Erran Carmel), 110

Enhancing Concept Test Validity By Using Expert Consumers (Jan P. L. Schoormans, Roland J. Ortt, and Cees J. P. M. de Bont), 153

FROM EXPERIENCE: Benchmarking New Product Development Funding (Kathleen A. Pierz), 43

Industry Analysis

Cycle Time in Packaged Software Firms (Erran Carmel), 110

Development of Novel Products Through Intraorganizational and Interorganizational Networks: The Case of Home Automation (Joe Tidd), 307

Factors Affecting the Process of Collaborative Product Development: A Study of UK Manufacturers of Information and Communications Technology Products (Dale Littler, Fiona Leverick, and Margaret Bruce), 16

New Product Strategy, Structure, Process, and Performance in the Telecommunications Industry (Gloria Barczak), 224

Technology Strategy in a Software Products Company (Marc H. Meyer and Luis Lopez), 294

Market Analysis

Applying Hedonic Pricing Models and Factorial Surveys at Parker Pen to Enhance New Product Success (Chuck Tomkovick and Kathryn E. Dobie), 334

An Approach for Determining Optimal Product Sampling for the Diffusion of a New Product (Dipak Jain, Vijay Mahajan, and Eitan Muller), 124

Complementarity, Compatibility, and Product Change: Breaking with the Past (Anirudh Dhebar), 136

An Ecological Perspective on New Product Failure: The Effects of Competitive Overcrowding (William H. Redmond), 200

An Exploratory Analysis of the Impact of Market Orientation on New Product Performance (Kwaku Atuahene-Gima), 275

Integrating Customer Requirements into Product Designs (Antonio J. Bailetti and Paul F. Litva), 3

New Product Planning

Accelerating Product Development: A Preliminary Empirical Test of a Hierarchy of Implementation (Ed J. Nijssen, Arthur R. L. Arbouw, and Harry R. Commandeur), 99

An Approach for Determining Optimal Product Sampling for the Diffusion of a New Product (Dipak Jain, Vijay Mahajan, and Eitan Muller), 124

Business Performance and Strategic New Product Development Activities: An Empirical Investigation (Roger Calantone, Shawnee Vickery, and Cornelia Droge), 214

Competitive Advantage Through Product Performance Innovation in a Competitive Market (John H. Friar), 33

Complementarity, Compatibility, and Product Change: Breaking with the Past (Anirudh Dhebar), 136

Cycle Time in Packaging Software Firms (Erran Carmel), 110

Do New Product Development Managers in Large or High-Market-Share Firms Perceive Marketing–R&D Interface Principles Differently? (Ted Haggblom, Roger J. Calantone, and C. Anthony Di Benedetto), 323

An Ecological Perspective on New Product Failure: The Effects of Competitive Overcrowding (William H. Redmond), 200

An Exploratory Analysis of the Impact of Market Orientation of New Product Performance (Kwaku Atuahene-Gima), 275

FROM EXPERIENCE: Benchmarking New Product Development Funding (Kathleen A. Pierz), 43

J PROD INNOV MANAG 1995;12:464–466

© 1995 Elsevier Science Inc.

655 Avenue of the Americas, New York, NY 10010

0737-6782/95/$9.50
SSDI 0737-6782(95)00099-2

FROM EXPERIENCE: Time-Driven Development of Software in Manufactured Goods (Tomlinson G. Rauscher and Preston G. Smith), 186
Measuring New Product Success: The Difference That Time Perspective Makes (Erik Jan Hultink and Henry S. J. Robben), 392
New Product Strategy, Structure, Process, and Performance in the Telecommunications Industry (Gloria Barczak), 224
Principles of New Product Management: Exploring the Beliefs of Product Practitioners (Roger J. Calantone, C. Anthony Di Benedetto, and Ted Haggblom), 235
Product Innovativeness and Entry Strategy: Impact on Cycle Time and Break-Even Time (Abdul Ali, Robert Krapfel, Jr., and Douglas LaBahn), 54
Technology Strategy in a Software Products Company (Marc H. Meyer and Luis Lopez), 294

Organizing for Innovation
Development of Novel Products Through Intraorganizational and Interorganizational Networks: The Case of Home Automation (Joe Tidd), 307
Do New Product Development Managers in Large or High-Market-Share Firms Perceive Marketing–R&D Interface Principles Differently? (Ted Haggblom, Roger J. Calantone, and C. Anthony Di Benedetto), 323
Factors Affecting the Process of Collaborative Product Development: A Study of UK Manufacturers of Information and Communications Technology Products (Dale Littler, Fiona Leverick, and Margaret Bruce), 16
Integrating Customer Requirements into Product Designs (Antonio J. Bailetti and Paul F. Litva), 3
New Product Strategy, Structure, Process, and Performance in the Telecommunications Industry (Gloria Barczak), 224
Significant Issues for the Future of Product Innovation (Timothy M. Devinney), 70

Product Concept
Applying Hedonic Pricing Models and Factorial Surveys at Parker Pen to Enhance New Product Success (Chuck Tomkovick and Kathryn E. Dobie), 334
Complementarity, Compatibility, and Product Change: Breaking with the Past (Anirudh Dhebar), 136
Enhancing Concept Test Validity by Using Expert Consumers (Jan P. L. Schoormans, Roland J. Ortt, and Cees J. P. M. de Bont), 153
An Exploratory Analysis of the Impact of Market Orientation on New Product Performance (Kwaku Atuahene-Gima), 275
Integrating Customer Requirements into Product Designs (Antonio J. Bailetti and Paul F. Litva), 3

Product Development
Accelerating Product Development: A Preliminary Empirical Test of a Hierarchy of Implementation (Ed J. Nijssen, Arthur R. L. Arbouw, and Harry R. Commandeur), 99
Business Performance and Strategic New Product Development Activities: An Empirical Investigation (Roger Calantone, Shawnee Vickery, and Cornelia Droge), 214
Cycle Time in Packaging Software Firms (Erran Carmel), 110
Development of Novel Products Through Intraorganizational and Interorganizational Networks: The Case of Home Automation (Joe Tidd), 307
Factors Affecting the Process of Collaborative Product Development: A Study of UK Manufacturers of Information and Communications Technology Products (Dale Littler, Fiona Leverick, and Margaret Bruce), 16
FROM EXPERIENCE: Benchmarking New Product Development Funding (Kathleen A. Pierz), 43
FROM EXPERIENCE: Time-Driven Development of Software in Manufactured Goods (Tomlinson G. Rauscher and Preston G. Smith), 186
Innovation in Process Plant (Peter Hutcheson, Alan W. Pearson, and Derrick F. Ball), 415
Integrating Customer Requirements into Product Designs (Antonio J. Bailetti and Paul F. Litva), 3
Managing Design in Small High-Growth Companies (Peter Dickson, Wendy Schneier, Peter Lawrence, and Renee Hytry), 406
Technology Strategy in a Software Products Company (Marc H. Meyer and Luis Lopez), 294

Strategy
Applying Hedonic Pricing Models and Factorial Surveys at Parker Pen to Enhance New Product Success (Chuck Tomkovick and Kathryn E. Dobie), 334
An Approach for Determining Optimal Product Sampling for the Diffusion of a New Product (Dipak Jain, Vijay Mahajan, and Eitan Muller), 124
Benchmarking the Firm's Critical Success Factors in New Product Development (Robert G. Cooper and Elko J. Kleinschmidt), 374
Competitive Advantage Through Product Performance Innovation in a Competitive Market (John H. Friar), 33
Development of Novel Products Through Intraorganizational and Interorganizational Networks: The Case of Home Automation (Joe Tidd), 307
An Ecological Perspective on New Product Failure: The Effects of Competitive Overcrowding (William H. Redmond), 200
An Exploratory Analysis of the Impact of Market Orientation on New Product Performance (Kwaku Atuahene-Gima), 275
Factors Affecting the Process of Collaborative Product Development: A Study of UK Manufacturers of Information and Communications Technology Products (Dale Littler, Fiona Leverick, and Margaret Bruce), 16
FROM EXPERIENCE: Benchmarking New Product Development Funding (Kathleen A. Pierz), 43
Managing Design in Small High-Growth Companies (Peter Dickson, Wendy Schneier, Peter Lawrence, and Renee Hytry), 406
Measuring New Product Success: The Difference That Time Perspective Makes (Erik Jan Hultink and Henry S. J. Robben), 392
New Product Strategy, Structure, Process, and Performance in the Telecommunications Industry (Gloria Barczak), 224
A Philosophy for Innovation (Carol J. Steiner), 431
Product Innovativeness and Entry Strategy: Impact on Cycle Time and Break-Even Time (Abdul Ali, Robert Krapfel, Jr., and Douglas LaBahn), 54
Significant Issues for the Future of Product Innovation (Timothy M. Devinney), 70

Technology Strategy in a Software Products Company (Marc H. Meyer and Luis Lopez), 294

Technological Innovation
Complementarity, Compatibility, and Product Change: Breaking with the Past (Anirudh Dhebar), 136
Cycle Time in Packaged Software Firms (Erran Carmel), 110
Development of Novel Products Through Intraorganizational and Interorganizational Networks: The Case of Home Automation (Joe Tidd), 307
Factors Affecting the Process of Collaborative Product Development: A Study of UK Manufacturers of Information and Communications Technology Products (Dale Littler, Fiona Leverick, and Margaret Bruce), 16
FROM EXPERIENCE: Time-Driven Development of Software in Manufactured Goods (Tomlinson G. Rauscher and Preston G. Smith), 186
Innovation in Process Plant (Peter Hutcheson, Alan W. Pearson, and Derrick F. Ball), 415
Integrating Customer Requirements into Product Designs (Antonio J. Bailetti and Paul F. Litva), 3
New Product Strategy, Structure, Process, and Performance in the Telecommunications Industry (Gloria Barczak), 224
Technology Strategy in a Software Products Company (Marc H. Meyer and Luis Lopez), 294